## FY2022 Operating Income Forecasts (Consolidated)

 Japan: Sales growth driven by robust demand, improved product mix, pass on costs and decrease of one-off costs.

Overseas: Sales growth through region/market specific initiatives, pass on costs and improved product mix. (Millions of JPY) Shipping costs Increased sales expenses Positive impact Increased sales expenses • R&D Negative impact Shipping costs +900 +2,800+550 8,000 -900 -650 6,404 Pass on costs Improved product mix · Sales growth · Labels: Costs of raw materials -1,100 Printers: Manufacturing costs Improved product mix Sales growth · Pass on costs · Printers: Manufacturing costs · Labels: Costs of raw materials FY21 Overseas: Japan: SG & A Japan: FY22 SG & A Overseas: OI Exclude the Net sales, New IT Net sales, in Japan OI in Overseas Russian business Gross profits infrastructure (Plan) (Actual) Gross profits and Eliminations (before goodwill (Growth amortization) investment)

Each planned figures are round numbers.